Purpose: To teach prospective Recruiter's interpersonal, conceptual, technical, and tactical skills and ensures mastery of those skills through practical application and evaluation that reflects the contemporary operating environment in recruiting.

Scope: The curriculum is designed to provide training in the principles of leadership, eligibility, technology systems, interpersonal communications, Army Programs, time management, prospecting, and interviewing which ultimately support the accomplishment of USAREC's mission.

"Recruit Soldiers, both officers and enlisted, to meet the needs of an expeditionary Army, begins the transformation from civilian to Soldier, acts as the Army's liaisons with the American people, and does all with integrity and professionalism that clearly demonstrates the warrior ethos and Army values".

Course Prerequisites: Active Army or Army Reserve enlisted personnel in the rank of Sergeant and above are qualified to attend; however, provisions have been made to accept Soldiers in the rank of SPC provided that they meet all command criteria for the CPL Recruiter Program. Active Army personnel are selected and approved by U.S. Army PERSCOM, IAW AR 601-1, with Army Reserve personnel being selected by HQ USAREC and approved by ARPERCEN, IAW AR 601-1.

IMPORTANT NOTICE FOR ALL STUDENTS
IAW Army and DoD regulations, all personnel are required to have a NACLC or higher level of background security investigation on file and confirmable through JPAS before being given access to USAREC IT systems. Personnel who do not have a sufficient investigation of file will be filling out a new investigation worksheet during week one of the Army Recruiting Course using the new E-Qip web interface. It is strongly recommended that you check your status with your local S2 or Security Officer prior to reporting to the RRS, and get your investigation done prior to coming to the Army Recruiting Course. If you cannot get an investigation done before reporting, open the data worksheet with the below link. Once you have opened the document, print and fill out the entire form prior to attending the course. Printing and completing this form will make it easier for you to finish the E-Qip web interface during week one of your course. Questions contact Operations at 803.751.8795

PERSONAL DATA FORM

Special Information: After the initial three weeks of large group instruction classes are divided into small groups to facilitate the subjective nature of prospecting and Interviewing

The Army Recruiting Course is 6 weeks and 4 days long and has 9 major segments:

- Enlistment Eligibility
- Recruiting technology
- Recruiting knowledge
- Interpersonal and Communication Skills
- Prospecting
- Interviewing
- Processing
- Future Soldiers
- Recruiting Exercise (RECEX)

The largest segment is devoted to the application of all leader skills during prospecting and the Army Interview. These segments teach students to engage their market, establish their role as a counselor, expand their recruiting network and conduct Army interviews that assist individuals with establishing and clarifying goals while demonstrating the value of an Army enlistment. During your attendance at the Basic Recruiter Course, you will be required to construct a personal scrapbook that will serve as a tool in telling your "Personal Army Story". In order to accomplish this you should bring supporting evidence of your Army Career. Below are items that you are encouraged to bring with you.

- Photos:
    - Basic Training / AIT / Airborne / Air Assult
    - Deployments / Campaigns
    - Ceremonies (Promotions, awards)
    - General photos of family, friends and co-workers that depict teamwork and Esprit De Corps.
    - Assignments and duty positions (Germany, Hawaii, Alaska, ect)
    - Off duty fun time / hobbies
    - Sporting activities, cars, motorcycles
- Supporting Documents:
    - Initial Enlistment Paperwork
    - Reenlistment documents
    - LES
    - Promotion Certificates
    - Awards
    - Civilian Education and certifications (Degrees, transcripts earned while on active duty.

ADDITIONAL SUBJECT AREAS

- Warrior Ethos
- "The Army Story" / "An Army Story"
- Army Leadership
- Army Recruiting Doctrine
- Time Management

- Pre-BCT Standardized PT
- Army Programs and Options
- Recruiting Competition
- Ethics
- Speech Presentations
- School Recruiting Programs
- Microsoft Word
- Microsoft Power Point
- Microsoft Outlook

To pass the Army Recruiter Course you must pass all academic and performance hurdles:

ACADEMIC HURDLES

- Enlistment Eligibility
- Basic Recruiting Examination
- Recruiting Capstone Examination

PERFORMANCE HURDLES

- Pass a Record APFT
- Conduct a Pre-BCT Standardized PT Session
- Create an Enlistment Packet/FSR2 Reservation Hands-On Evaluation
- Conduct Telephone Prospecting
- Face-to-Face Prospecting
- Conduct the Army Interview
- Conduct Future Soldier Initial Orientation Briefing
- Formal Presentations
- Live Call Exercise (LCEX)
- Capstone Recruiting Exercise (RECEX)
    - Conduct Telephone Prospecting
    - Conduct The Army Interview
    - Create an Enlistment Packet
    - Send a Projection
    - Create a FSR2 Reservation